

# Phoenix Reflections Gold<sup>SM</sup> Bonus

*A single-premium indexed annuity with an upfront bonus, five indexed accounts, a fixed account, guaranteed principal protection<sup>1</sup> and an optional guaranteed minimum withdrawal benefit*

## Features<sup>2</sup>

### UPFRONT 6% or 9% PREMIUM BONUS

- An amount equal to a percentage of the single premium is applied at issue
- 9% is the bonus percentage in AL, AZ, AR, CA, CO, DC, GA, HI, ID, IL, KS, LA, MI, MT, NE, NM, ND, RI, SC, SD, TN, VT, WV, WI, WY
- 6% is the bonus percentage in FL, IA, IN, KY, MD, MS, NV, NH, OH, OK, PA, TX, UT
- Applied to each account in the same proportion as the single premium allocation
- Earns interest and/or index credits in the same way as the single premium
- Crediting rates may be less than a comparable non-bonus product

### INDEXED ACCOUNTS<sup>3</sup>

- Five indexed accounts are eligible for an index credit based, in part, on the performance of the index over the course of a one-year segment duration
  - Monthly Point-to-Point – S&P 500<sup>®</sup> – subject to a cap rate
  - One-Year Point-to-Point – S&P 500 – subject to a cap rate
  - Performance Trigger – S&P 500 – subject to a trigger rate
  - Domestic Look Back – S&P 500, NASDAQ 100<sup>®</sup>, and iShares Barclays Aggregate Bond Fund<sup>®</sup> – may be subject to participation and/or cap rates
  - Global Look Back – S&P 500, Euro Stoxx 50<sup>®</sup>, and iShares MSCI Hong Kong Index Fund<sup>®</sup> – may be subject to participation and/or cap rates
- All rates are set at the beginning of each indexed account segment and are guaranteed to remain fixed for the index segment duration
- Each account requires a minimum allocation of \$2,000

### FIXED ACCOUNT

- One year segments receive daily interest credit
- Rate guaranteed for one year

### GUARANTEED MINIMUM WITHDRAWAL BENEFIT

- Initial benefit base is equal to the single premium plus the premium bonus
- One of the following GMWB riders may be elected only at contract issue:
  - **Income 25:** provides a cumulative bonus equal to 25% of the initial benefit base at the end of year one provided no withdrawals are taken<sup>4</sup>
  - **Income Plus:** provides a guaranteed minimum 8% compound increase to the benefit base for the first 8 years
- The percentage of the benefit base available for withdrawal varies by rider and age at first withdrawal under the rider. Please refer to the rider overviews included with the client brochure for percentage amounts

- These riders are optional and involve an annual fee of 0.95% of the benefit base deducted from the contract value. The benefit base is used solely to calculate the rider fees and benefits payable under the terms of the riders and is not a guarantee of contract value or amount available for withdrawal

### PRINCIPAL PROTECTION

- Index credit is never less than 0%
- No loss of initial investment due to market downturns

### DEATH BENEFIT

- Paid upon the death of any owner
- The death benefit is equal to the greater of the contract value or the total guaranteed value
- Index credit for year in which death occurs is not included in death benefit calculation<sup>5</sup>

### ANNUITY PAYMENT OPTIONS

- Seven fixed annuity payment options provide choice of periodic fixed payment for a specified period of time or for the life of the annuitant(s), or a combination of both
- If annuitization occurs prior to the fifth contract anniversary, the annuitization value is equal to the greater of the contract value less any non-vested premium bonus or the total guaranteed value (TGV). Otherwise, the annuitization value is equal to the greater of the contract value or the TGV
- Annuitization is not available in the first contract year

## Basics

### ISSUE AGES

- 0 – 85

### PAYMENT PREMIUM

- Single premium
- Minimum: \$15,000 (qualified and non-qualified)
- Maximum: \$1,000,000 unless approved by Phoenix

### WITHDRAWALS

- Penalty-free withdrawals up to 10% of contract value each year<sup>4,6</sup>
- Any withdrawals may be subject to federal and state income tax
- If taken prior to age 59½, withdrawals may also be subject to a 10% federal penalty
- Withdrawals taken in excess of free withdrawal amount during the surrender charge period will be subject to surrender charges, recovery of any non-vested premium bonus amounts and a market value adjustment<sup>7</sup>
- Withdrawals taken during the segment duration will not be included when calculating the index credit for that segment

IRS Circular 230 Disclosure: Any tax advice contained in this communication (including any attachments) is not intended to be used, and cannot be used, to avoid penalties imposed under the U. S. Internal Revenue Code, and was written to support the promotion or marketing of the transactions or matters addressed here. Individuals should seek independent tax advice based on their own circumstances.

1. *Early surrenders or optional rider fees combined with a consistently down market could result in loss of principal.*
2. *Product features, riders, options and availability may vary by state. Consult with your financial advisor to determine state variations and restrictions and other conditions that may apply.*
3. *Indexed account credit calculations exclude dividends. While the value of each indexed account is affected by the value of an outside index, the contract does not directly participate in any stock, bond or equity investment. These indexed accounts are currently offered, however we may change, add or eliminate indexed accounts.*
4. *If withdrawals are taken from a contract with the Income 25 rider in year one, the bonus to the initial benefit base is limited to 12.5%.*
5. *If death occurs during the first three contract years, any non-vested premium bonus amounts will be recovered.*
6. *At the time of full surrender, any penalty-free withdrawals taken during the prior 12 months will be assessed a surrender charge and any non-vested premium bonus will be recovered.*
7. *For contracts that include an optional GMWB rider, withdrawals in excess of the guaranteed withdrawal amount will reduce the benefit base and therefore reduce future guaranteed withdrawal amounts.*

**SURRENDER CHARGES**

- Applies upon full surrender or withdrawals in excess of the free withdrawal amount during the surrender charge period
- Calculated as a percentage of the contract value surrendered or withdrawn
- Surrender charges will never reduce the surrender value below the total guaranteed value
- Surrender charges and recovery of non-vested premium bonus amounts are waived if contract owner becomes ill and is confined to a nursing home on or after the first contract anniversary, for at least 90 consecutive days (waiver only available for issue ages 79 and below)
- Surrender charges and recovery of non-vested premium bonus amounts are waived if contract owner is diagnosed with a terminal illness on or after the first contract anniversary. A terminal illness is a condition that is expected to result in the owner's death within six months (waiver only available for issue ages 79 and below)

**MARKET VALUE ADJUSTMENT**

- Applies during the surrender charge period
- Adjustment may be positive or negative depending on the change in the interest rates since contract issue
- Adjustment will never reduce the surrender value below the total guaranteed value or the single premium. Likewise, the maximum positive adjustment to the surrender value cannot exceed the maximum negative adjustment
- Applies when surrender charges and recovery of non-vested premium bonus amounts are waived under the nursing home and terminal illness waiver

**TOTAL GUARANTEED VALUE (TGV)**

- Minimum value contract will provide as the surrender value, death benefit and amount available for annuitization. TGV is not affected by market value adjustment, surrender charges and recovery of non-vested premium bonus amounts
- Equal to 87.5% of the single premium, accumulated at the applicable TGV interest rate, less withdrawals and rider fees
- TGV rate is set at issue and remains in effect for the life of the contract

**Surrender charges are assessed according to the following scale:**

For AL, AZ, AR, CA, CO, DC, GA, HI, ID, IL, KS, LA, MI, MT, NE, NM, ND, RI, SC, SD, TN, VT, WV, WI, WY													
Contract Year	1	2	3	4	5	6	7	8	9	10	11	12	13+
Surrender Charge%	12.5%	12.5%	12.5%	11%	10%	9%	8%	6%	5%	4%	3%	2%	0%
Vested Bonus % <sup>8</sup>	0%	0%	0%	0%	0%	10%	20%	30%	40%	50%	60%	70%	100%
For FL, IA, IN, MD, MS, NV, NH, OK, PA, UT													
Contract Year	1	2	3	4	5	6	7	8	9	10	11	12	13+
Surrender Charge %	10%	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%	0%	0%
Vested Bonus % <sup>8</sup>	0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%	100%	100%
For KY, OH, TX													
Contract Year	1	2	3	4	5	6	7	8	9	10	11	12	13+
Surrender Charge %	8.3%	7.2%	6.1%	5.4%	4.7%	4.0%	3.3%	2.5%	1.7%	0.8%	0%	0%	0%
Vested Bonus % <sup>8</sup>	4%	9%	13%	24%	35%	47%	57%	68%	79%	89%	100%	100%	100%

8. Percentage of premium bonus that is vested. Upon full surrender or withdrawals in excess of the free amount, non-vested premium bonus amounts, reflected as (one minus the illustrated percentage shown above), are recovered. The amount recovered is based on the premium bonus percentage multiplied by the amount of full surrender or excess withdrawal. The recovery of any premium bonus will never reduce the surrender value below the TGV.

**This product is subject to state approval.**

**Annuities are long-term investment vehicles particularly suitable for retirement assets. Annuities held within qualified plans do not provide any additional tax benefit. Early withdrawals may be subject to surrender charges. Withdrawals are subject to ordinary income tax, and if taken prior to age 59½, a 10% IRS penalty may also apply.**

The insurance products are: — Not insured by FDIC, NCUSIF, or any other state or federal agency that insures deposits; — Not a deposit or obligation of, underwritten or guaranteed by, the depository institution or any affiliate; — Subject to surrender charges that could result in loss of principal invested.

Products offering a bonus may offer lower credited interest rates, lower participation rates, lower caps and/or higher spreads, and have higher expenses than products not offering a bonus. Over time, and under certain circumstances, the amount of the bonus may be more than offset by the increased charges, lower credited interest rates, lower participation rates, lower caps and/or higher spreads. Interest rates, participation rates, caps and spreads are subject to change.

This annuity offers a Fixed Account and a variety of Indexed Accounts. The Fixed Account may earn a specified rate of interest of 0% or greater. The Indexed Accounts may or may not earn Index Credits. Index Credits are credited if the type of Index that the Indexed Account tracks performs in a manner described in the Indexed Account riders attached to your contract. Although, Index Credits are awarded based on index performance, this annuity is not a security. You are not buying shares of any stock or investing in an index. You are purchasing an annuity, which is a type of insurance policy issued by an insurance company. You can use an annuity to save money for retirement and to receive retirement income for life. It is not meant to be used to meet short term financial goals.

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